

Title	Gateway Homes, Inc.	07/26/2023
	by Yvonne Monstello in Impact 100 Richmond Grant Application 2023	id. 41472421
	4905 Dickens Road Suite 106 Richmond, Virginia 23230 United States 804-536-0262 ymonstello@gatewayhomes.org	

Original Submission	07/26/2023
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1. Name of Organization	Gateway Homes, Inc.
2. 501C3 Number	54-1264177
3. Geographic Area(s) Served:	Chesterfield County City of Richmond Goochland Hanover Henrico Powhatan
4. Application Contact Name:	Yvonne Monstello
5. Application Contact Phone Number:	+18045360262
6. Application Contact Email:	ymonstello@gatewayhomes.org
7. Organization Website (if applicable):	gatewayhomes.org
8. Organization Executive Director/CEO Contact:	Lynda Hyatt, Ph.D.
9. Organization Executive Director/CEO Phone Number:	+18047670292

10. Organization Executive Director/CEO Email:	lhyatt@gatewayhomes.org
11. What is your highest rating on GuideStar (we recommend at least Gold):	Platinum
Provide a link to your GuideStar organizational profile, if applicable.	https://www.guidestar.org/profile/54-1264177
12. Please confirm that the following grant criteria are met by the applicant:	Organization has an annual operational budget above \$250,000. Organization has been in existence for 36 months or longer, and is currently in good standing in the state where the entity was formed. Project will serve needs in the City of Richmond and/or the surrounding counties (Chesterfield, Goochland, Hanover, Henrico, and Powhatan). Funds will be utilized within 12 - 18 months, and the program/project has demonstrated sustainability following the use of Impact 100 Richmond funds.
13. Select ONE of Impact 100 Richmond's focus areas where your proposed work best aligns:	Health & Wellness
14. Summary: Provide 1-2 sentences that summarize your specific funding request and the goal of this project or program effort?	Gateway Homes, Inc. is seeking funding to aid in the establishment of our new Equine Experience Program (EEP) serving adults and adolescents with SMI.

15. Organization:
Briefly describe the history and mission of the organization.

Gateway Homes, Inc. was established in 1983, founded upon a simple guiding philosophy; all individuals should be afforded the opportunity to live as independently as possible – not just those who can afford services. Our organization bridges the gap in community-based services available to socioeconomically disadvantaged adults and adolescents following acute psychiatric intervention. We are the only nonprofit organization within the Commonwealth of Virginia to address the mental health and transitional supportive housing needs of individuals living with serious mental illness (SMI) diagnoses who fall below the Federal Poverty Level (FPL).

Our mission is to provide community-based mental health and transitional supportive housing services to individuals living with mental illness who are striving for independence. We are committed to providing services to those who have been historically neglected, or turned away, by other community-based mental healthcare providers. Gateway Homes, Inc. has grown to be an exemplary model of community-based support services; nearly 40 years of data demonstrate our consistent success across key outcome areas within this service population.

16. Community Need:
Describe the community need(s) that the program/project will address.

Serious mental illness is indiscriminate by nature, but options for treatment following institutionalization experiences are limited by the resources one has at their disposal. The most recent state regional results from The National Survey on Drug Use and Health (NSDUH) estimate between 3.35% and 5.42% of central Virginia residents over the age of 18 likely meet the criteria for a severe mental illness diagnosis and 15.62% to 20.73% likely meet criteria for a general mental illness diagnosis (retrieved from SAMHSA, 2022); notably these prevalence estimates have trended toward consistent growth over the past 15 years.

Gateway Homes, Inc bridges the gap in services available to impoverished adults and adolescents living within the Greater Richmond Region's tri-city area following acute psychiatric interventions – providing equitable access to community-based mental health services. This consequentially reduces the likelihood that individuals will require subsequent hospitalizations – reducing demand on state operated psychiatric facilities and emergency mental health response resources.

However, many of the individuals we serve struggle to build meaningful social connections – whether due to symptoms associated with their diagnoses, an inability to recognize and respond appropriately to social cues, or due to past experiences (i.e., trauma histories). Both in research, and in practice, equine-assisted interventions have been found to be beneficial for such individuals.

<p>17. Community Need: Describe how a \$100,000 Impact 100 Richmond grant for this program/project would be transformational for your organization and/or the community.</p>	<p>Due to our organization being a non-profit, the larger part of our financial resources are restricted to existing programs and services, i.e., we do not see significant profit margins from year to year. Our financial team has demonstrated through budgetary projections under various economic scenarios that we have the funding necessary to maintain the EEP after it has been established. However, the \$100,000 Impact 100 Richmond grant would be pivotal in our ability to address the initial capital investment required for the program’s facilities, e.g., construction and obtaining necessary resources.</p> <p>Establishing a new therapeutic tool that facilitates recovery will be transformational for us as an organization, and invaluable to both current and prospective clients. It will dually be transformational to our flagship Chesterfield campus which has over 40-acres of land; a lush field of grass that mostly lies vacant will see use once again with grazing horses and become home to the EEP (prior to the land being donated to our organization, this field was used to grow crops).</p>
<p>18. Program/Project: Provide a high-level description of the program/project for which you are seeking funding.</p>	<p>Immediate Impact: Establishing the Equine Experience Program Gateway Homes, Inc. has identified the establishment of the Equine Experience Program (EEP) as being a primary objective during the coming fiscal year. There is a growing body of empirical evidence and existing programs throughout the country demonstrating the positive impact equine-assisted experiences can have on individuals with significant trauma histories, social challenges, and who struggle to form positive relationships with peers. These characteristics are common among members of our service population; socioeconomically disadvantaged adults who have been diagnosed with a serious mental illness (SMI) and adolescents presenting with severe behavioral health challenges.</p> <p>If awarded, the Impact 100 Transformational Grant funds would be allocated in their entirety toward initial capital expenditures associated with the program. Specifically, the funding would be pivotal in our organization’s ability to procure materials and begin construction of the EEP facilities (e.g., barn, stables, field perimeter fence, etc.). Our organization began dedicating fundraising efforts toward establishment of the EEP in January 2023; garnering support from board members, individual donors, and other philanthropic organizations within the Greater Richmond Tri-City region.</p> <p>Long-Term Impact: Equine Experience Program Explanation The Equine Experience Program (EEP) will provide a unique avenue by which our service population can develop social skills, strengthen confidence, garner self-awareness, and increase their propensity to empathize with others. More succinctly, the EEP will have a profoundly positive impact on the overall mental, physical, and emotional wellbeing of our current and prospective clients.</p> <p>As an organization, we recognize that wellness should never be reduced to medication adherence and appointment compliance. The</p>

EEP will allow individuals to generate unique experiences that contribute to their overall wellbeing – defying the standardized treatment modalities our clients have grown accustomed to and offering something wholly different.

Nearly two-thirds of the 340 clients we serve throughout the Commonwealth of Virginia annually are members of historically marginalized minority groups and more than 95% fall below the Federal Poverty Level (FPL). While we cannot account for the total number of individuals who would take advantage of the EEP and its services – it has garnered a lot of interest among our existing clients. All 340 individuals served annually by our existing programs would be eligible to participate/benefit from the program. Additionally, we intend to open the program to community partners so that we ensure this highly specialized and effective treatment modality can be utilized by those individuals who would benefit from it most.

The EEP will enhance client wellbeing and allow us to expand our prevocational training opportunities to include farmhand care of equines.

19. Program/Project:
What challenges are
you likely to
encounter? How will
your organization
address them?

We do not anticipate any challenges regarding the program’s daily operation once startup funds have been secured and construction/procurement is completed. As stated in the “Community Need” section of the current proposal, “our financial team has demonstrated through budgetary projections under various economic scenarios that we have the funding necessary to maintain the EEP after it has been established.” Our largest obstacle will be securing the capital funds necessary to begin construction. Therefore, organizational fundraising efforts will largely be dedicated to securing the capital required to complete this project over the immediate and foreseeable future.

Conditions could not be more ideal for our organization to undertake the development of the EEP given that we already have the land available to begin construction. Internally we already have several clinical staff familiar with equine-assisted therapeutic techniques.

20. Program/Project:
Will you collaborate with any other organizations? If so, who will be your partners, and what will they contribute?

Gateway Homes, Inc. has identified several organizations to partner with upon establishing the EEP. These partnerships would involve opening the EEP's services to other organizations within the community, at no cost. This would ultimately enhance the impact the program would have throughout Impact 100's catchment area. However, our organization would internally provide the facilities, resources, and services necessary to offer and maintain the EEP.

Our organization thrives off its existing collaborative partnerships. We recognize that these partnerships further facilitate the success of our clients. Should the review committee be aware of additional partnership opportunities that we may not be aware of and have yet to explore, please share them with our Development, Special Projects, and Grants Manager who is listed as the primary contact on this proposal.

21. Program/Project:
Using metrics appropriate for your program/project, describe your goals, indicators of success, and plan for achieving success (i.e., people served, dollars raised, community outcomes, etc.).

With regard to the current capital funding request, there are three overarching goals that are bound to anticipated completion dates:

Objective 1: By 12/01/2023, fundraising efforts and procurement of required materials and labor contracts will be completed.

Objective 2: By 06/01/2024, construction will be completed and the EEP will be ready to stable 3 horses.

Objective 3: By 07/01/2024, the EEP will have recruited and trained the staff required to begin operations.

As previously stated, while we cannot account for the total number of individuals who would take advantage of the Equine Experience Program and its services – it has garnered a great deal of interest among our current clients. All 340 individuals served annually by our existing programs would be eligible to utilize the EEP and its services.

22. Program/Project:
Is there a specific timeline for your program/project, or will it be ongoing? If ongoing, describe the metrics used to evaluate it in the long term.

The current proposal is specific to a capital project and the goals and anticipated completion dates stated in the question above demarcate the timeline. In short, we expect the construction of the EEP program facilities to be completed by 06/01/2024.

23. Funding:
Describe your organization's financial position, including current financial state, cash flow, endowments, annual fundraising, and goals related to revenue.

Gateway Homes, Inc., like other non-profit 501(c)(3) charitable organizations, has a unitary mission in serving the larger community. As a non-profit, our financial team ensures any excess capital is immediately reinvested into existing programs and services.

Historically, annual fundraising has supported organizational growth and program development so that we may better address client needs.

Consistent with data aggregated over the past decade, Gateway Homes, Inc.'s current financial state remains stable and the current cash flow allows the organization to meet monthly financial obligations. Gateway currently has an approximately \$1.6M endowment in place that is restricted; utilization of the endowment requires board review and approval. These funds are prohibited for the expansion of our programs, services, and resources.

Gateway has demonstrated sustainable growth, expanding the reach of offered programs/services, through budgetarily conscious decision-making. Through consolidation of expenditures, development/fundraising efforts, and consistent demand for our programs and services – we have observed a slight surplus in overall revenue in recent years. We specifically wish to capitalize on this revenue to maintain the Equine Experience Program. Gateway Homes remains growth-focused, developing new initiatives and strategies which bridge the gap in community-based mental health care and transitional supportive housing services for impoverished individuals living with SMI.

24. Funding: What is the total program/project budget request? Have you raised any other funds to date to support the program/project? If awarded, how will a \$100,000 grant from Impact 100 Richmond be used?

Committed Funds

Titmus Foundation: \$5,000.

Pauley Foundation: \$50,000

Pending Funds

Impact 100: \$100,000

Bank of America: \$100,000

Dominion Energy: \$25,000

If awarded, Impact 100's funding would be utilized toward startup and first-year costs associated with the EEP. The total amount of funding required to initiate the program amounts to \$207,600.

25. Funding: How will you fund ongoing expenses associated with the program/project if awarded the Impact 100 Richmond grant? If funding is for a capital project, what are the anticipated ongoing expenses (maintenance, utilities, etc.), and how will you sustain these expenses?	<p>Gateway Homes, Inc. remains growth-focused, developing new initiatives and strategies which bridge the gap in community-based mental health care and transitional supportive housing services for impoverished individuals living with SMI. The EEP program will be sustained through earned revenue and private fundraising from a mix of individual donors, corporate giving, and charitable foundations.</p> <p>Gateway realizes that long-term sustainability lies in its ability to diversify its revenue streams when possible. We remain dependent upon our foundation and individual donors as part of our long-term strategic plan.</p> <p>We are grateful to the review committee for any time and consideration given to the current request.</p>
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Upload: Organizations 501c3 Letter

[501c3.pdf](#)

Upload: Organization Budget for this Current Fiscal Year (showing annual budget of \$250K or greater)

[FY2023_Board_Approved_Organizational_Budget.pdf](#)

OPTIONAL Upload: Partner Budget for Current Fiscal Year (showing annual budget of \$250K or greater), if applicable n/a

Upload: Detailed Program/Project Budget in a template of your choice (limit one page)

[Equine_Therapy_Budget.pdf](#)

Upload: List of Organization's Board of Directors

[Board_of_Director_Roster_June_2023.pdf](#)

OPTIONAL Upload: Letter of Commitment or MOU from Partner Organizations (if applicable) n/a

Thank you for taking the time to apply for the Impact 100 Richmond grant! Once you submit you will receive a confirmation email. n/a